



In this issue

Events

Explore BC
New Products USA 2005 - East Asia
12th Kazakhstan International Exhibition
Design 2005 Catalog Show
Autostrada Polska
Business Development Mission to Afghanistan
China Building Materials Mission

Trade Leads

Development of Dalian Software Park
New Hospital in Costa Rica
Israeli Railways seeks US tunneling companies
US Army Corps of Engineers Office Project
Joint Venture in Middle East
2010 Winter Olympic Games

Market Research

Saudi Arabia

**For more information contact your
local International Trade Specialist**

Events

Explore BC June 2005

British Columbia, with a population of 4 million, is the United States sixth largest trading partner, with bi-lateral trade in excess of \$21 billion per year. Vancouver, British Columbia is Canada's gateway to the Pacific Rim. Explore BC is designed to provide small to medium sized companies with the means to explore international sales opportunities expanding Canada and the Pacific Rim.

Explore BC, June 6-7, is an event in which US companies will have the opportunity to meet with pre-screened agents, distributors, and strategic alliance partners in their industry. All appointments are customized to the individual company's specific needs. Through this event, Commercial Specialists can help your company gain successful entry into the Canadian Pacific Region.

Market Research



Spotlight: Saudi Arabia

The strong growth of the construction industry in Saudi Arabia has led to increased demand for hardware products, building materials, plumbing supplies and electrical products. Saudi Arabia still relies heavily on imports, with the United States as a major source of these products. Saudi Arabia will continue to be a center for major engineering, procurement and construction projects, with massive projects unveiled by Saudi Aramco, Saudi Basic Industrial Corporation (SABIC), Saudi Electricity Company and the Saudi Water Saline Water Conversion Corporation (SWCC).



Events - continued

New Products USA 2005 – East Asia

Small to mid-sized U.S. companies will find "New Products USA 2005" a convenient, affordable way to promote their products and services in Asia's rapidly expanding markets -- without leaving their office -- and participate in five separate markets. This International Catalog Exhibition will be held September 20-30, and will showcase American product literature and videos across a wide range of industry sectors in China, Vietnam, the Philippines, Taiwan, and Indonesia.

12th Kazakhstan International Exhibition "Building & Construction, Interiors, Heating & Ventilation"

Kazakhstan's construction sector is booming throughout the country, as ambitious infrastructure plans and urban and commercial expansion continues. The 12th International Kazakhstan Construction & Building Exhibition (KazBuild 2005) will take place in Almaty September 5-8, 2005. This is Central Asia's most important event for construction specialists, covering a range of products and services, including construction materials, windows & doors, roofing, facing materials, insulation, electric tools and equipment. The event, in which more than 260 companies from 28 countries are expected to participate, gives an excellent chance for U.S. firms wishing to promote their goods and services.

Design 2005 Catalog Show – Tel Aviv, Israel

The U.S. Commercial Service in Tel Aviv is organizing an Embassy Catalog Show Booth for U.S. exporters at Design 2005, April 4-7, 2005, at the Tel Aviv Fairgrounds. This is an extremely low-cost, yet effective way for you to evaluate interest in your product or service in Israel. Why Design 2005? It is Israel's leading international building materials exhibition, and the best way to introduce new products to the building materials market - a \$2 billion sector heavily focused on home renovation. There are about 130,000 remodeling projects each year, homes typically 13-15 years old, and the average amount spent approaches \$15,000. The 2005 event is expected to draw over 100 exhibitors and thousands of trade professionals.

Autostrada Polska 2005

Autostrada Polska is an international fair covering the road construction industry, including equipment and materials for construction of roads, bridges, overpasses, tunnels, petrol stations, signs, road and highway infrastructure. It is the number one show in Poland for road construction and will be held in Kielce, Poland from May 11-13.

Market Research - continued

**A Few of the Upcoming Major Projects****Saudi government educational institutions initiative**

The Saudi government in its 2005 budget announced about new educational projects, which include 1,420 new schools in addition to 2,260 schools currently under construction, plus rehabilitation of 2,000 existing school buildings, 22 university colleges, and 4 university hospitals, and completion of the infrastructure of a number of universities. The technical and vocational training sector will have 10 new technical colleges, 32 vocational training centers, 19 other technical and training buildings, 5 new technical colleges and 11 vocational training centers. and support industries.

New Jubail Industrial City

Crown Prince Abdullah in December 2004 inaugurated and laid the foundation of several mega projects worth SR59.7 billion in Jubail Industrial City. It will consist of 19 primary industries, in addition to several secondary and support industries.

Saudi/UAE consortium plans \$650M project in Riyadh

The National Business Co. an affiliate of a UAE Consortium Group has announced that it has planned to establish a real estate investment project, which is to be the largest in Riyadh. It will complete residential district designed to resemble the Kingdom's symbol of two swords and a date tree.

Mega construction projects in Makkah

In Makkah a new mega real estate development project costing US\$ 8 billion will be launched. These projects are designed to provide additional facilities to pilgrims visiting the Holy city. The projects include expansion of the Haram Mosque courtyard, development of Ajuad Hospital, and construction of new residential towers in Jamal Omar and Shamiya.

Events - continued**Business Development Mission to Afghanistan**

The International Trade Administration of the U.S. Department of Commerce is organizing a business development mission to Afghanistan on April 24-27, 2005. The mission will assist U.S. businesses exploring trade and investment opportunities in Afghanistan. Assistant Secretary William H. Lash, III, will lead a delegation of U.S.-based senior executives of small, medium, and large U.S. firms. The mission will include briefings from U.S. Embassy staff and Afghan Government officials, prearranged one-on-one meetings, and a networking reception. The mission will reaffirm the U.S. Government's support towards bilateral relations and seek to expand opportunities for U.S. companies in Afghanistan.

Members of this official U.S. delegation will receive:

- Detailed market briefings from high-level U.S. and Afghan Government officials
- Pre-arranged meetings with Afghan Government ministries based on your company's interests
- Meeting with Afghan businesses
- Full logistical support, including interpreters, assistance with arranging accommodations, in-country transportation, and hospitality event.

China Building Materials Business Development Mission

The US-China Build Program is organizing a mission for US suppliers and manufacturers interested in exporting to China to establish business contacts and investigate China's building materials market and distribution systems. The tour will include visits to companies in several different distribution channels as well as end markets for building materials.

- Interested in supplying China, but don't know where to start?
- How do you find a good distributor and make sure they represent your product fully?
- Are joint ventures a good way to do business in China?
- How do you make sure you get paid?
- What kind of products are in demand and is my product something that Chinese developers and builders want?
- How well equipped is China to compete with the product I produce?

These questions and more will be answered during this mission to the Shanghai area from June 5 - 10, 2005. Registrations will be accepted until May 2, 2005. However, registering early will allow us to tailor the itinerary to better suit the participants' interests.

A separate tour of Chinese factories will be held June 2 - 4 in Dalian. Factories selected will be based on the interests of the participants.

Trade Leads**Development of Dalian Software Park**

The Dalian Software Park, begun five years ago, differs from others in China by utilizing almost completely private capital raised by the Dalian Software Park Co. Ltd. The Dalian municipal government has supported the Park with preferential land and tax policies. Phase I construction of the Park, completed at a cost of RMB 3 billion (\$ 363 million), used the award-winning U.S. architecture firm Gensler, imported U.S. elevators, office furniture, and lighting fixtures. Phase II construction for the Park, estimated to cost RMB 15 billion (\$1.8 billion), could provide even more opportunities for U.S. products and services.

New Hospital in Costa Rica

The Government of Costa Rica, through the Costa Rican Social Health Institution, has published an invitation to participate on a Pre-Qualification of foreign companies for the International Bidding process No. 2004-045, for the Construction of a new Hospital in the province of Heredia. This is a turn-key project that includes construction and equipment.

The construction area of this project 301,388 square feet with an estimated cost is US\$ 27 million. The project will be financed by the Central American Bank for Economic Integration (CABEI) and the Government of Costa Rica

Israeli Railways Opportunity for US Companies with Experience in Tunneling

Israel Railways Ltd. (ISR) invites interested parties to participate in the Prequalification Stage, the first stage in a two stage tender, for the construction of A1 Railway Line to Jerusalem, Section C. The project is to include two one-track tunnels, 11.6 kilometers each, a bridge over the "Yitle" stream, and an option for construction of an approach tunnel.

The Tender documents will be available for purchase as from Thursday, 17 March, 2005 daily from 09.00 -15.00 (except Fridays, Saturdays and holidays), upon payment (non-refundable) of twenty five thousand New Israeli Shekels (25,000 NIS) including VAT(appr. USD 5.700), by check only, to the order of Israel Railways Ltd. at the following address: Israel Railways Ltd., Procurement & Contracting Division, Tel Aviv Central Train Station - Savidor (Arlozorov), Tel Aviv, Israel. Tel No. for inquiries - (972-3) 693-7552 or (972-3) 693-7564.

A candidates' meeting shall be held at the Conference Room, Israel Railways Head Office in Tel Aviv on March 30, 2005, 11:00 AM. All proposals must be submitted no later than May 5, 2005 .

Trade Leads - continued

U.S. Army Corps of Engineers Israel Program Office Projects

The US Army Corps of Engineers Europe District Israel Program Office is looking for U.S. Architectural and Construction companies to participate in the following projects:

- Intelligence Corps GIVATIM Buildings 1, 2, 3, Design/Build. Estimated cost at \$10 to \$12 million.
- Intelligence Corps GLILOT Building, Design/Build. Estimated cost at \$6 million.
- Ground Corp Command Building, Tel Aviv, Design/Build. Estimated cost at \$50 to \$55 million.

Joint Venture Opportunity in Infrastructure Related Engineering

Saudi Diyar Consultants (SDC) is a full service Engineering/Architecture firm based in Jeddah, with offices in Riyadh, Alkhobar, Beirut, Cairo, and Morocco. It is also a registered US Corporation in the State of Maryland. Saudi Diyar Consultants employ over 250 employees. Saudi Diyar Consultants covers a variety of services and project types such as design (A/E) and construction management & supervision services for healthcare, resorts, commercial & retail, residential as well as high-tech specialty facilities.

Saudi Diyar Consultants was the supervising office for the construction of the annex building at the US Consulate in Jeddah, and Consulate officials report favorably on the firm's work. Over the past 8 years, Saudi Diyar Consultants has developed numerous relationships with US design firms in pursuit of projects in the Middle East and North Africa. Saudi Diyar Consultants has teamed up with firms such as EDAW, Ellerbe Becket, SOM, ERA and others.

SDC is interested in establishing a joint venture with U.S. companies in the field of engineering, especially infrastructure related, including but not limited to power, water & sewage, and environmental technologies. Saudi Diyar Consultants prefers to partner with large or mid-size companies and anticipating to bid on projects in the region worth over \$50 million

Trade Leads - continued

2010 Winter Olympics

At present the Vancouver Organizing Committee for the 2010 Olympic & Paralympic Winter Games (VANOC) is focusing its procurement activities in areas where an immediate need exists. In addition, the Province of BC Olympic Games Secretariat has launched a website to assist businesses wishing to take advantage of the opportunities arising from the Games.

In the very early stages, much of what is acquired by VANOC will be related to the office operations of the organization, construction activities (including design, environmental work, etc.), and Games-specific expertise for early planning.

Over the next six years there will be numerous opportunities for American firms to ensure their products and services are used in the upcoming 2010 Winter Olympic and Paralympic Games in Vancouver Canada. US firms are encouraged to begin the process of getting their products into the local distribution channel as early as possible and to begin monitoring the official procurement websites. The U.S. Commercial Service in Vancouver is in a unique position to assist US firms establishing the right linkages with local firms, organizations and government officials involved with the decision making for 2010.

For more information, please visit:

<http://www.buyusa.gov/canada/en/vancouverolympics.html>

Links

For more trade leads, market research, and basic export information, please visit:

<http://www.export.gov>

Additional trade resources may also be found at the following websites:

<http://www.buyusa.gov/home/>

<http://www.trade.gov/td/tic/>

<http://www.bis.doc.gov>

<http://lcweb2.loc.gov/frd/cs/cshome.html>

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